

FIG. 2B

	300			•							
308	Value Potential	\$ 800 per vehicle** From 75 to	35 days**	27.2%***		7.5%***	12.6***			5.5%***	310
306	Business Benefits	Cost advange via online sales		Information Interactive configuration	Speed up buying	 Consistent Dealer Database 	Online information to customer reduces time of communication cation	 Pooled data on cars available 	 Visibility of tracking status 	 Speed up handing over of vehicle 	 Increased customer satisfaction
302) Dealer	Vehicle Specification 304 Search Request Vialintement	304	304) 30 4	Order (racking 2)	304	Goods Receipt			
302	प्रिक्रिक्त	Vehicles Searc	Vehicle Locating end/Allocation	Reservation Planning 304	rder/Process	Production	Shipment Vecking Trensport Control	Good Fee			
305	(E)			Reserve		304~					
306	Business Benefits	 Reduced delivery times 	 Cost advantage via online sales 	 Reduction in Supply Chain Costs 	■ Reduced	Collect		inproved market intelligence Faster reaction to	market trends Increased	customer satisfaction	 Increased planning security and quality
308	Value Potential	Up to 75% 2 months - 2 weeks*	\$ 250 per vehicle**	Up to 14%**			<u> </u>				

Sources: * Major European Automotive Company
** Goldman Sachs Research Analysis, January 2000
*** Percentage of Cost of Sales for new vehicle
(DM 453,588 for Germany), Harvard Business manager, 1/2000

400

7 402

405 ك

7 402

Dealer

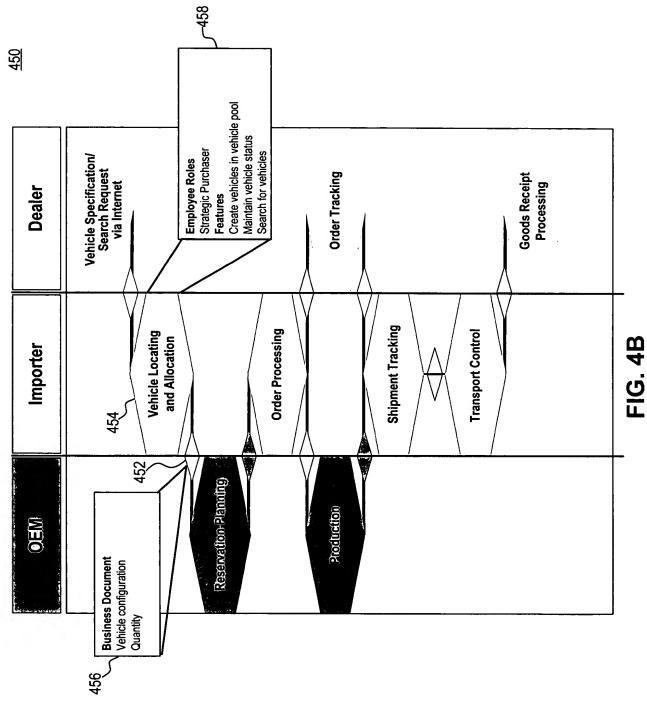
Importer

OEIM

Vehicle Specification/ Search Request via Internet

404

Vehicle Locating and Allocation



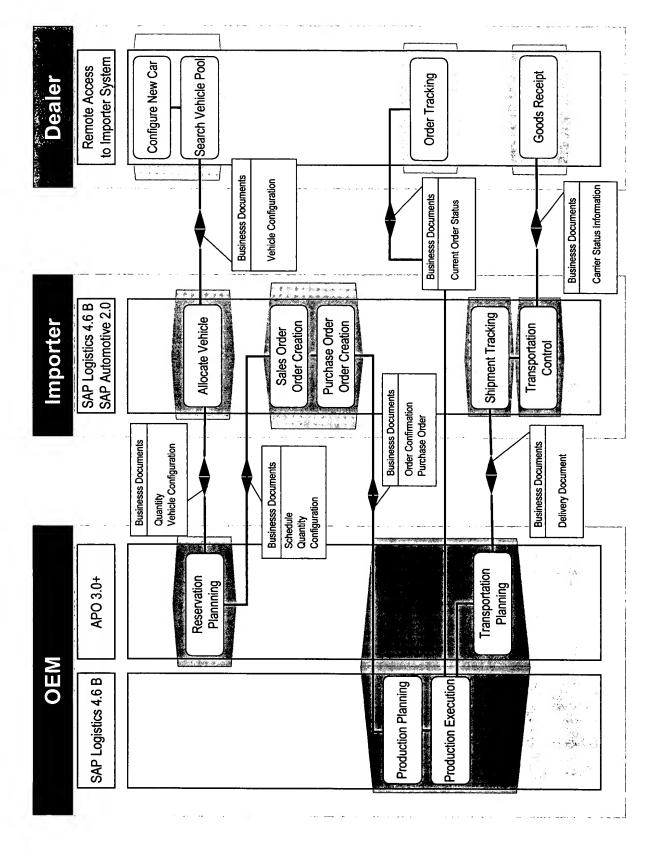


FIG. 5

SAP Automotive Aftermarket - Edition 2000

Vehicle Business

)))						
Welnicle Plemming	Wehitele Procurement	Configuration and Pricing	Vehicle Search & Allocation, Delivery Dete Çelculation	New Cer Bele	Used Car Sale	Wetniele Distribution end Trenspertetion	Unvoleting
 ◆ Forecast ► Planning (S2, S110, S32, S20) ◆ Submission ◆ Forecast Figures to Manufacturer / Importer (S2, S110, S32, S20) 	Manufacturer Order (S2, S110, S32, S20, ♠) Intercompany Order (S2, S110, S32, S110, S32,	Manufacturel Options (S2,♠) O Dealer Options (S2,♠) O Dealer- Specific Pricing (S2,♠)	Vehicle Locator (S2, S110, S20, S20, Oelivery Date Calculation (S2, S110, S20, S20, S20, S20,	A O	Guotation © Used Car (S2, S110, S20, S20, S32) S20, S32) S32) Sale (S2, S110, S20, S31) Sale (S2, S110, S20, S32) S110, S20, S32) Mobile Sales (S2, S110, S20, S32) S32) Mobile Sales (S2, S110, S20, S32) S32) S32)	© Import Administration (S2, S110) ■ Stock / Inventory Control (S2, S110, ●) ■ Delivery (S2, S110, ●)	 Customer Invoicing (S2) Manufacturer / Customer Invoicing (Cascading) (S2) Profitability Analysis of Vehicle Sales (S2, S1, S21)

FIG. 6

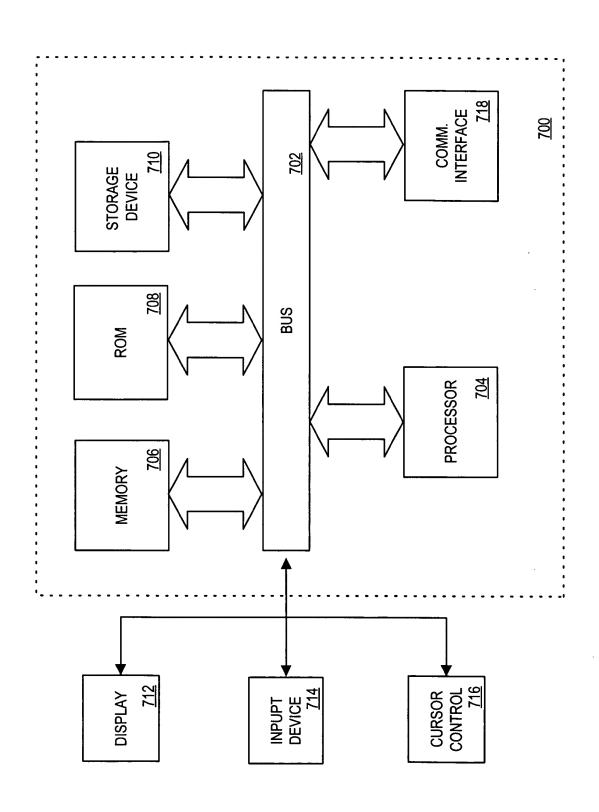


FIG. 7